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In-House Seminars

Datapro has a broad curriculum of seminars on information processing and information management which can be presented at your organization on an in-house basis, in addition to the seminars mentioned in this brochure. These seminars can also be tailored to meet your specific needs. For more information, check the "in-house" box on the registration form on the reverse side.

Attn: Peggy Quinn

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1805 Underwood Boulevard
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Enrollment Information

Accommodations: Seminars will be conducted at the hotels shown below. Cost of rooms is not included. Reservations should be made directly with these hotels, where a block of rooms is being reserved for registrants until two weeks before each seminar. Be sure to mention Datapro and the seminar you plan to attend when making reservations.

Chicago
Holiday Inn, Mart Plaza
350 North Orleans Street
Chicago, IL 60654
(312) 836-5000

New York
Barbizon Plaza
106 Central Park South
New York, NY 10019
(212) 247-7000

San Francisco
Holiday Inn, Union Square
480 Sutter Street
San Francisco, CA 94108
(415) 398-8900

Philadelphia
Cherry Hill Hyatt House
2349 West Marlton Pike
Cherry Hill, NJ 08034
(609) 662-3131

Washington

Ramada Inn
Rosslyn
1900 North Fort Myer Drive
Arlington, VA 22209
(703) 527-4814

Quality Inn
Pentagon City
300 Army Navy Drive
Arlington, VA 22202
(703) 892-4100

Fees: $425 for current Datapro subscribers; $475 for non-subscribers. This fee includes extensive course materials and luncheons. Hotel accommodations are not included.

Team Discounts: When three registrants from a single company register for the same seminar, a fourth registrant from the company can attend free. There are additional benefits too, for after returning, they can work together as a team to apply what they've learned to meet their company's specific needs.

Pre-Payment Discounts: Pay your registration fee at least 30 days before the seminar, and earn a 10 percent fee reduction.

Cancellation Policy: Confirmed registrants who cancel within one week of the seminar date are subject to a $25 service charge. Confirmed registrants who fail to attend and do not cancel prior to the seminar are liable for the entire registration fee.

Time: The seminars will run from 9:00 AM to 4:30 PM.

More Information: If you have any questions about the dates, cities, hotels, content, level, extent, cost or in-house presentation of any Datapro seminar, we will be happy to answer your questions or send more information. Call Peggy Quinn toll-free 800-257-9406 (in New Jersey, 609-764-0100), or Telex 84-3392, or use the convenient attached reply card.

If you subscribe to more than one Datapro information service, you may likely receive a duplicate of this announcement. If so, we hope you will pass it along to an interested associate.

To register, or for course outlines, call toll-free

800-257-9406

In New Jersey, 609-764-0100

Datapro Seminar Schedule 1978

A complete list of all courses held
January 16 through April 21, 1978

- NEW **Structured Problem Solving:** Bringing Productivity Improvements to EDP
- **Data Processing:** An Introduction to Concepts and Systems
- **Computer Performance Measurement:** Tools and Techniques for Increased System Productivity
- **Data Communications:** An Introduction to Concepts and Systems
- **Data Communications:** Advanced Concepts and Systems
- **Word Processing:** Guidelines for Planning, Design and Implementation
- **Effective Computer Operations Management**
- **Data Base Management Systems:** General Concepts and Planning Guidelines
- **Minicomputers and Microcomputers:** Selection and Usage Guidelines

To register, or for course outlines, call toll-free

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For those who value information.

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DATAPRO RESEARCH CORPORATION

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Datapro Seminar Schedule

Complete list of courses
January 16 through April 21, 1978

The latest lineup of Datapro seminars designed to provide the newest facts, ideas and know-how to help you stay abreast of these fast-changing areas of information processing.

	New York	Washington	San Francisco	Chicago	Philadelphia (Cherry Hill,NJ)
NEW **STRUCTURED PROBLEM SOLVING: Bringing Productivity Improvements to EDP.** Productivity improvement programs within the EDP department are examined with an eye toward utilization in a range of DP and organizational environments.	Jan. 16-17	Mar. 20-21*	Mar. 8-9	Apr. 20-21	—
DATA PROCESSING: An Introduction to Concepts and Systems—Equips the newcomer to EDP with an understanding of what computers can and cannot do, their applications, techniques, modes of operations, how to acquire and apply a computer, and much more.	Feb. 27-Mar. 1	Mar. 15-17	Jan. 25-27	Mar. 20-22	Apr. 5-7
COMPUTER PERFORMANCE MEASUREMENT: Tools and Techniques for increased System Productivity—For anyone concerned with evaluating the use that is made of the EDP resource as well as those implementing programs to improve that use.	Feb. 1-3 Apr. 17-19	Feb. 6-8* Mar. 27-29	Mar. 1-3	Mar. 13-15	—
DATA COMMUNICATIONS: An Introduction to Concepts and Systems—Designed to provide EDP and data communication systems analysts, planners, and decision makers with a thorough grounding in the terminology and operating concepts of data communications.	Feb. 1-3	Feb. 15-17* Apr. 10-12	Jan. 18-20 Mar. 29-31	Mar. 1-3	Mar. 15-17
DATA COMMUNICATIONS: Advanced Concepts and Systems—An intensive summary overview of new developments — carriers, services, tariffs, protocols, etc. — that offer opportunities to improve network cost-performance or justify previously uneconomical applications.	Apr. 17-18	Mar. 20-21	Apr. 3-4	—	—
WORD PROCESSING: Guidelines for Planning, Design, and Implementation—An in-depth presentation that encompasses evaluation criteria, techniques of data collection, systems design and implementation. Topics emphasized include equipment selection and cost justification.	Mar. 1-3 Apr. 19-21	Feb. 1-3 Mar. 20-22	Feb. 8-10 Apr. 5-7	Jan. 25-27 Mar. 29-31	—
EFFECTIVE COMPUTER OPERATIONS MANAGEMENT—Responds to the ever-growing demands of top management for accountable and tightly controlled EDP operations. The most effective methods, procedures and techniques are examined.	Jan. 23-25 Mar. 27-29	Feb. 8-10 Mar. 20-22	Mar. 1-3 Apr. 12-14	Feb. 15-17 Apr. 5-7	Mar. 6-8
DATA BASE MANAGEMENT SYSTEMS: General Concepts and Planning Guidelines—Offers a full understanding of the concepts of data base management, and explains what these systems are all about, where their real economic advantages lie, and how to start moving into DBMS.	Jan. 25-27 Apr. 3-5	Feb. 15-17* Apr. 17-19	Jan. 18-20 Mar. 29-31	Feb. 1-3 Apr. 12-14	Mar. 15-17
MINICOMPUTERS AND MICROCOMPUTERS: Selection and Usage Guidelines—Analyzes today's small computers and how their new roles are changing all the traditional rules of EDP. Guidelines are presented for understanding, selecting, and utilizing today's minis and micros.	Feb. 9-10 Mar. 30-31	Mar. 6-7	Feb. 23-24 Apr. 13-14	Jan. 26-27	Mar. 16-17

*Seminar held at Quality Inn; all others in Washington held at Ramada Inn.

Fee: $425 for Datapro subscribers, $475 for non-subscribers. Includes all course materials and luncheons.

Important: 10% discount earned on prepaid registration received 30 days before start of course.

To register or for more information, call toll-free

800-257-9406

In New Jersey, 609-764-0100

Or use this convenient postage-paid reply card.

☐ Please register me in the course(s) indicated below.

☐ Please send course outline(s) and additional information on courses indicated below.

Seminar _____

City _____ Date _____

Seminar _____

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☐ Send information about in-house seminars.

Leadership since 1970

Datapro's leadership role in seminars complements its position as the world's most widely accepted and respected source of up-to-date, cost-saving information about data processing and office products and services.

The company's highly acclaimed, proven seminars have helped thousands of men and women stay abreast of some of the industry's most vital and fast-changing areas of information.

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